

Message Text

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PAGE 01 FRANKF 05857 041419Z

45

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W

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R 041345Z SEP 75

FM AMCONSUL FRANKFURT

TO SECSTATE WASHDC 1303

USDOC

INFO AMEMBASSY BONN

UNCLAS FRANKFURT 5857

E.O. 11652: NA

TAGS: BEXP, GW

SUBJECT: WTDR/FTI: HARTMANN & BRAUN A.G.

REF: USDOC 11877

1. GERMANY 2. CNTRY CODE: 428 3. SER.NO: 0101300

4. HARTMANN & BRAUN A.G.

4A. CODE: K CODE: E.

5. POSTF. 900507, GRAEFSTR. 97

6. D 6000 FRANKFURT/MAIN 90, GERMANY

7. ESTABL: 1879 8. EMPL: 6,410 9. SIZE: (19-X) LARGE.

10. REPUTATION (22-X) EXCELLENT.

11. SALES AREA: WORLDWIDE

12. RPT. DATE: 09/75

13A. 38230/04 MFR. EXP. OF PROCESS CONTROL INSTRUMENTS.

13B. 38243/04 MFR. EXP. OF REVOLUTION COUNTERS.

13C. 38251/04 MFR. EXP. OF DIGITAL PANEL METERS.

13D. 38252/04 MFR. EXP. OF TEST EQUIPMENT FOR TESTING ELECTRICAL
AND COMMUNICATION CIRCUITS.

13E. 38294/04 MFR. EXP. OF NUCLEAR MEASURING INSTRUMENTS.

14. CONTACT: WILFRIED BRAUN TITLE: CHAIRMAN, BOARD OF
MANAGEMENT.

15. CABLE: HARTMANNBRAUN 17. TELEX: 4/14071 17. TEL: 0611-7991.

18. FINANCIAL REFS: DEUTSCHE BANK AG., DRESDNER BANK AG., BOTH
FRANKFURT.

19. TRADE REFS: THE HAYS CORP., MICHIGAN CITY, IND.; INTERTECH CORP.,
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PRINCETRON, N.J.

20. LICENSOR TO HAYS CORP. AND INTERTECH CORP.

21. FIRM IS A LEADING MANUFACTURER OF INDUSTRIAL PROCESS CONTROLS AND MEASURING EQUIPMENT FOR INDUSTRY AND SCIENCE. REPRESENTATIVES IN 60 COUNTRIES. SUBSIDIARIES ARE LOCATED IN SAO PAULO; METZ, FRANCE; VIENNA; THE HAGUE, MILAN; NORTHAMPTON, ENGLAND; AND IN CROWS NEST, AUSTRALIA. FIRM HAS TWO DOMESTIC MANUFACTURING SUBSIDIARIES: ELIMA GMBH., FRANKFURT AND SCHOPPE & FAESER GMBH., MINDEN (81 PERCENT). FIRM IS REGISTERED AS JOINT STOCK CORPORATION WITH EQUITY CAPITAL OF DM 21 MILLION, 51 PERCENT HELD BY MEMBERS OF THE FAMILIES BRAUN AND HARTMANN; 35 PERCENT BY AEG-TELEFUNKEN, FRANKFURT. THE BUSINESS REPORT FOR 1974 SHOWS FIXED ASSETS AT DM 87.5 MILLION; CURRENT ASSETS AT DM 264.5 MILLION.

LIABILITIES INCLUDE RESERVES AT DM 101.8 MILLION AND OBLIGATIONS AT DM 228.0 MILLION. SALES VOLUME FOR 1974: DM 425 MILLION. FIRM'S FINANCIAL SITUATION IS SOUND. PAYMENTS ARE MADE AS PER AGREEMENT. RECOMMENDED AS AN EXCELLENT TRADE CONTACT.

22. PREPARED BY P. BARTOLSIC, APPROVED BY L.F. WHEELER AT U.S. CONSULATE GENERAL, FRANKFURT.LEHMANN

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